

A5 Fee-Setting Sheet

Keeps the fee tied to the arithmetic: the three break-even lines, the chosen fee, and who it costs.

PRACTICE _____

DATE _____

$$\text{Break-even fee} = (\text{baseline} - (1 - \text{member discount}) \times \text{other treatment} + \text{front-desk cost}) \div (1 - \text{processing rate})$$

PART 1 The fee

LINE	THIS PRACTICE	WHERE IT CAME FROM
Member discount on other treatment		Practice choice Chapter 6's rules
Front-desk cost per member a year		Minutes × loaded rate
Card-processing share		The processor's statement
Break-even fee, regular		Formula
Break-even fee, occasional		Formula
Break-even fee, slipping		Formula slipping baseline an assumption
The band		Above the occasional line, below what an occasional patient paid last year
Chosen member fee		The dentist and office manager, dated
Who it costs		Segments with a break-even above the fee
Fee as a share of the included value		Fee ÷ included value A4

PART 2 A check against last year

CHECK AGAINST LAST YEAR	PAID FOR THE INCLUDED VISITS AND X-RAYS	THE FEE
Regular		
Occasional		
Slipping		

Context only, never the method: the ADA's illustrative fees (with their date) _____ ; local plans _____

This is what they already pay us.

Counts and totals only: no patient names on this sheet.